



# How we *roll*

Seattle contractor finds its new Dynapac connection well-suited to a people-oriented industry in Pacific Northwest's unforgiving construction season

**J**R Hayes & Sons of Maple Valley, Wash., has been shaping the face of the Seattle-Tacoma landscape for over 40 years. From master-planned communities to site preparation for Boeing expansion projects to creating and upgrading infrastructure that local residents and visitors alike use every day, JR Hayes & Sons has literally participated in all phases of construction from the ground up.

As a site development contractor working the upper West Coast, JR Hayes knows that roller downtime can be a production nightmare. Tony Perrotti, GM of JR Hayes,

explained, "One roller can completely shut down a job. Production stops, because everything follows compaction."

Dependable compaction equipment in this environment is critical, he said, and a supportive relationship with the equipment dealer is just as important. This season JR Hayes & Sons purchased five Atlas Copco Dynapac CA2500 single drum vibratory rollers from Papé Machinery.

In a construction market that's taking its time to recover from the recession, there is stiff competition for new contracts. Also, the Pacific Northwest's unpredictable

weather can pose extra challenges.

JR Hayes & Sons has to be ready to roll with every opportunity to work without losing any time.

Perrotti described the situation this spring: "It's been wet for weeks. When it's wet you can't get compaction. If you can't get compaction, that's it. Everything else stops." Rollers are not just sidelined while it's raining but also while the site drains and dries. The rain is seasonal but the construction window is not consistently dry enough to rely on, Perrotti said. The construction season is fraught with weather-related inter-»



» ruptions. And while construction has continued long into the winter months during previous years, contractors can't count on that occurring every year.

Perrotti added, "Basically if a contractor can't get a start on a big project by June, chances are it won't get completed. It's such a compressed project window here."

To mitigate against weather unpredictability, JR Hayes & Sons doubles the size of its crews, with a workforce totaling more than 300, during the peak of construction season.

Perrotti said choosing Dynapac had a lot to do with its brand name, and strong reputation.

"It's about relationships, too," he added "This is a 'people' business. You can't make it here without support from the dealer and the manufacturer."

JR Hayes & Sons owner and CEO Dan Hayes said they've come to rely on Papé Machinery for many aspects of their equipment needs.

"On every level, from top management on down, we have a strong relationship with Papé that best meets our equipment needs," Hayes said.

Perrotti credited Papé's account manager Dave O'Connor for that strong relationship.

"It was Dave's persistence for the most part that eventually convinced us just how much we'd be able to rely on them for support," said Perrotti. "That sold us."

Perrotti had watched the growing success of Papé Machinery in nearby Kent, Wash. Papé is one of the most respected dealers in the Pacific Northwest, with 21 locations in several western states for its construction and forestry division alone.

O'Connor said: "The partnership we



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have developed with J.R. Hayes is very important to Papé Machinery and requires that we continually supply them with top of the line equipment. The new series Dynapac soil compactors with iT4 engine technology are very quiet and provide ample power. The improved operator station and controls are very friendly and assist operator productivity. And the new articulation hitch design looks very robust and will provide excellent service life."

Brian Burke, the Western Region account manager for Atlas Copco Dynapac, is also a key member of what makes the Dynapac connection so valuable for JR Hayes & Sons. Perrotti and O'Connor had known Seattle-based Burke for many years, since Burke had worked his way up in the industry.

Burke describes the customer-dealer relationship between JR Hayes & Sons and Papé Machinery as ideal. "Look at the support they are getting from Papé. That's a relationship we want to support and work within."

**Preventative maintenance package**

Papé provides JR Hayes & Sons a preventative maintenance agreement. Papé's technicians are all specifically trained to service Atlas Copco's Dynapac equipment and do "everything but FOG (fuel, oil and grease)," including dispatch and billing, according to Perrotti.

Perrotti listed the benefits of Papé servicing his company's equipment: guaranteed, known costs; having to keep less inventory on hand; and getting by with fewer employees, whom JR Hayes would otherwise have to find busywork for during the wild fluctuations of the work season. It allows JR Hayes & Sons to focus on what they do best, site development.

**Ready to roll**

Perrotti said that about 80 percent of the work JR Hayes & Sons contracts is private, from single-family residences to housing developments and commercial



infrastructure for small and large clients. They also complete municipal work such as schools and public roadways.

On the day of the interview for this article, four of JR Hayes & Sons' Dynapac rollers were working in the field. One was preparing an exhausted gravel pit for commercial development, complete with its own road. Roller operator at that site, Becky Bechtold, took a few minutes away from a long stretch of compacting roadway to 98 percent or more to work on its steep shoulder. O'Connor determined the slope to be about 2:1 slope, or a grade of 40 percent. But the grade steepened incrementally toward the far end, which was unmeasured.

Ambient worksite noise consisting of a bulldozer leveling landscape 100 yards away and from an excavator's clanking steel treads, completely masked the sound of the roller. Only the sight of it climbing the slope and the sound of its backup warning alarm served as proof that the ignition was even on.

Closer to the unit light dust clouds rose up from the vibratory drum. It would stop on its own accord each time Bechtold shifted gears. As she engaged forward or reverse, the CA2500's automatic vibration control started the engine once again.

Bechtold drove the 23,700-pound rig slowly up and then over the top of the shoulder, stopped momentarily, and then began to back slowly down. The other machinery on the worksite had moved farther away by this time and it was now possible to hear the sound of the CA2500's traction control system. Each time the rig transitioned from level to the steep slope, the traction control system made adjustments that, together with the anti-spin system, prevented the drum and wheels from slipping in spite of

even the powdery, loose dirt surface.

An hour's drive away from the gravel pit worksite, JR Hayes & Sons roller operator, Sean Hay, was operating another of the CA2500s on two separate projects. The first was a 4,000-foot roadway to an industrial park. The other was for a business within the park.

Having finished compaction of a driveway's gravel sub-base right along the new building's curbed walkway, Hay deftly slipped the CA2500 deftly into a small parking lot along the road.

"I think [the CA2500] is a bit more flexible than the roller I was on before," said Hay. "It's got a nice turn radius."

Hay listed several features of the CA2500 he appreciates.

"I really like the field of view. I can watch the edge of the drum around obstacles. And the mirrors; it might sound like nothing big but those big mirrors really make it easier on the operator's neck over the course of a shift. The Autovibrate is nice. One more thing I don't have to worry about since it turns itself off when I shift out of gear and then starts itself when I'm in gear again. And the digital displays give a much better readout of the information, like whether vibration is on high or low compaction, fuel level, heat, the usual stuff," he said.

Hay said he liked the sensitivity of the joystick, which was adjustable if he decided he needed it set lower. And he had a couple questions about the automation, which led Burke to hop up in the cab with Hay and answer his questions.

The beauty of JR Hayes & Sons' relationship with their Dynapac dealer is whether it's a Papé Machinery service technician or Atlas Copco Dynapac's own representative, a quick solution is available right now. ☉



1. JR Hayes & Sons GM Tony Perrotti (left) received on behalf of his company the fifth Dynapac 2500 single drum vibratory roller. Papé Machinery account manager Dave O'Connor (center) delivered the roller.

2. JR Hayes' new Dynapac CA2500 rollers come with a service package through Papé Machinery's Kent, Wash., location. All preventive maintenance, with the exception the operator tasks of fueling, oiling and greasing, is provided by Papé around JR Hayes' scheduled use.

3. Operator Becky Bechtold has no trouble compacting on this grade of more than 40 percent. The Dynapac CA2500 roller's traction package makes slipping of the vibrating drum virtually impossible. Noise levels were so low that ambient jobsite noise levels had observers asking if the roller were running. They couldn't hear it till they were closer to it.

4. Sean Hay has a couple questions about settings he has been using answered by a top-level manufacturer rep himself, Briane Burke, Western Region account manager for Atlas Copco Dynapac. Having direct, immediate contact with both their dealer Papé and with Atlas Dynapac gives JR Hayes the ultimate in equipment support, vital to any contractor working the Pacific Northwest.